



News from the Frontier of Innovation

April 2001

Monthly Activity Report from the Loudoun County Department of Economic Development
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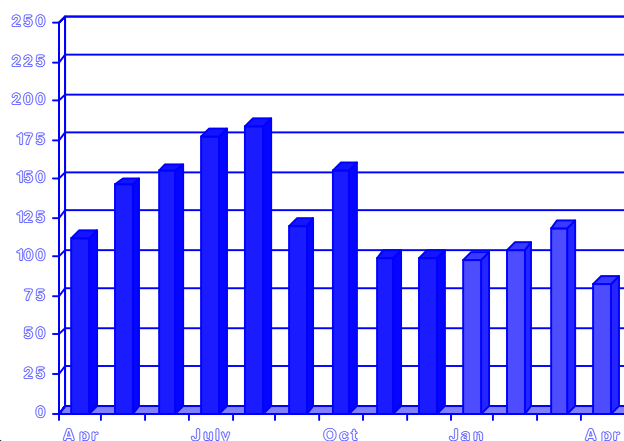
New Prospect Activity:

Prospect activity for the month of April:

- @ Responded to 12 requests for General Information
- @ Sent Out 29 Marketing Packages
- @ Delivered 4 Presentations
- @ Worked with 8 New and 29 On-Going Prospects
- @ Issued One Open Door Certificate
- @ Distributed 20,000 Farm Tour Brochures

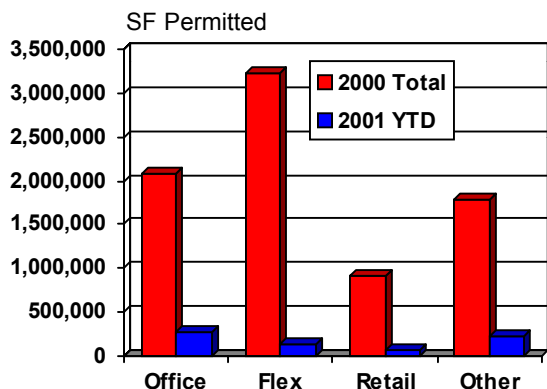
Total Prospect Activity

April 2000 - April 2001



Construction Activity

Nonresidential Construction 2000 Total and 2001 January - March



So far in 2001, Loudoun County has permitted 697,516 square feet of nonresidential construction. The combined value this month of new buildings (\$26,285,500) and alterations (\$3,758,500) is over \$30 million.

- Office - 0 SF in March (187,362 SF in February)
- Flex/Industrial - 91,199 SF in March (0 SF in February)
- Retail - 0 SF in March (48,999 SF in February)
- Other - 225,819 SF in March (3,755 SF in February)
- Taxable - 136,777 SF in March (189,236 SF in February)
- Route 28 - 53,963 SF in March (187,362 SF in February)

Announcements: New Business

Food Technology Corporation (FTC, www.foodtechcorp.com) has opened a 3,000 square foot office at Cascades Business Park in Dulles. The company has three local employees and trade representatives worldwide. FTC manufactures and distributes a variety of food grading machines, including tendrometers, which can assess food maturity levels while being grown in the field. They also manufacture "texture management systems" which scientifically determine food characteristics such as chewiness, hardness, gumminess, and adhesiveness.

TMI-Orion (www.tmi-orion.com) has also located a branch at Cascades Business Park. The French company currently shares 3,000 square feet of space with Food Technology Corporation and has one local employee. TMI-Orion designs, builds, and supplies customized and standard electronic systems to measure physical and chemical data under extreme environmental conditions.

Toth Financial Advisory Corporation has moved its headquarters from Tysons Corner into a 6,000 square foot office at Waverly Park in Leesburg. The

move brings 11 new employees to Loudoun County. Company president Thomas Toth, Sr. and 10 company clients banded together to purchase the site at Waverly Park and constructed 24,000 square feet of commercial space. The remaining square footage should be leased by this summer. The financial advisory company currently manages 340 business and individual client portfolios worth an estimated \$190 million.

Gem Laser Express (www.gemlaser.com) will be opening a 13,655 square foot facility at Cascades Business Park this summer. The company is a remanufacturer of laser printer cartridges and provides repair and service contracts for printers and fax machines. Gem Laser will bring approximately 23 employees to Loudoun.

Genuity Solutions, Inc. (www.genuity.com) has leased 126,231 square feet of space at TransDulles Centre in Sterling. The number of new employees is undetermined. Massachusetts-based Genuity Solutions offers a full portfolio of managed Internet services, including dedicated, remote, and broadband access, web hosting, and Internet security to create a platform for creating scalable and repeatable managed e-business solutions.

Noteworthy:

The *Washington Business Journal* has named **Howard Hughes Medical Institute's** purchase of Janelia Farm Technology Park as the Best Land Deal of 2000.

DED and the **Fairfax County Economic Development Authority** exchanged tours of existing business parks and new business developments on April 25. The three-hour tour focused on parks in the Reston, Herndon, Dulles, Ashburn, and Sterling areas.

Agricultural events abound! DED and the Loudoun Valleys Initiative have scheduled the **Loudoun County Spring Farm Tour** for May 19 and 20 from 10am to 4pm. The event features 18 sites open to the public, including farms, nurseries, wineries, and historical locations. Site hosts on the tour will offer special activities, presentations, tours, and a variety of farm-related products for sale. Admission at most sites is free. There's too much to list here -- check out www.rural-loudoun.state.va.us and click on "Spring Farm Tour Info" for all the details.

DED, the Loudoun Heritage Farm Museum, and the Virginia Department of Agriculture and Consumer Services are also sponsoring the **International Agricultural Exposition** May 18 and 19 from 10am to 4pm at the Loudoun Heritage Farm Museum in Sterling. This event features agricultural displays from around the world, Virginia agrotourism businesses, music, food samples, and more. Tickets are required for the May 18 evening reception and concert; please call 703-421-5322 for reservations and information.

DED Business Ambassador Pam Treadwell attended a presentation April 24 hosted by **British Telecom** and the **Welsh Development Agency**. Secretary of Technology for Virginia, Donald Upson, was the guest speaker.

The **Dulles Corridor Rapid Transit Project** (www.dullestransit.com) announced that their research in developing a 23.5 mile Dulles-area transportation system has shown that future transit methods should be either Bus Rapid Transit (BRT) or Metrorail, unlike previous proposals that suggested the development of light rail or other systems. The group is working towards completing a mass transit system that will link to Metrorail by 2010. It is anticipated that the system will include three Loudoun County Metrorail stations near Dulles Airport and the Dulles Greenway.

The Northern Virginia U.S. Export Assistance Center and IBM Corporation will host an executive seminar entitled "**A Practical Approach to e-business**" May 23 at the McLean Hilton from 8am to 1:30pm. This free half-day session will teach participants how to build an e-business presence and maximize business success. For more information or to register, go to www.events-mci.com/practicalapproach.

Employees at **Loudoun Tech Center** will have yet another lunch option -- Darden Restaurants has announced that it will open a new Olive Garden restaurant within the business park in late spring. The Atlanta-based chain **Longhorn Steakhouse** has also recently been issued permits to build its first Virginia location at Dulles Town Center.